



# Liontrust Asset Management PLC

## Half Year Results

November 2022 | John Ions & Vinay Abrol



1. Trading update
2. Key metrics
3. Strategic objectives
4. Investment strength
5. Flows and AuMA
6. Brand
7. Financials summary
8. Majedie acquisition
9. Outlook
10. Appendices



Trading update



- Net outflows of £1.6 billion in the three months ended 30 September 2022 and £2.2 billion for the six months ended 30 September 2022
- Assets under management and advice (“AuMA”) were £31.7 billion as at 30 September 2022, a decrease of 5.5% over the financial year
- Majedie Asset Management Limited (“Majedie”) acquisition completed on 1 April 2022 adding £5.1 billion<sup>1</sup> to AuMA and adding UK, Global & Global Long/Short equity institutional fund management expertise, Investment Trust expertise and Institutional Sales & Client Relationship expertise
- AuMA as at 14 November 2022 were £33.5 billion
- At Incisive Media’s Fund Manager of the Year Awards. Liontrust won the Award for Group of the Year for the second year running, the European Dynamic Fund won the Award for Best Europe Fund while the UK Micro Cap and GF High Yield Bond funds were both highly commended in their respective categories
- UK Micro Cap won the UK Smaller Companies Fund Manager of the Year Award at the Small Cap Awards, Liontrust won the Best Investment Trust Group Award at the Online Money Awards, and Liontrust was voted the Best Active Investment Solution Provider and the Best ESG Investment Solution Provider at the Professional Paraplanner Awards

<sup>1</sup> As at close of business on 31 March 2022

- On 30 September 2022, our AuMA stood at £31,695 million and were broken down by type and investment process as follows:

Process	Total (£m)	Institutional Accounts & Funds (£m)	Investment Trusts (£m)	UK Retail Funds & MPS (£m)	Alternative Funds (£m)	International Funds & Accounts (£m)
Sustainable Investment	11,005	323	-	10,049	-	633
Economic Advantage	7,577	417	-	6,909	-	251
Multi-Asset	5,893	-	-	5,546	347	-
Global Equity	1,163	62	-	1,101	-	-
Global Innovation	535	-	-	535	-	-
Cashflow Solution	989	517	-	354	112	6
Global Fundamental	4,089	1,347	1,059	1,086	451	146
Global Fixed Income	444	-	-	166	-	278
<b>Total – 30 September 2022</b>	<b>31,695</b>	<b>2,666</b>	<b>1,059</b>	<b>25,746</b>	<b>910</b>	<b>1,314</b>

- AuMA as at 14 November 2022 were £33.5 billion

- Liontrust recorded net outflows of £1,646m in the three months to 30 September 2022 (2021: net inflows of £1,085m). A reconciliation of fund flows and AuMA over the three months to 30 September 2022 is as follows:

Process	Total (£m)	Institutional Accounts & Funds (£m)	Investment Trusts (£m)	UK Retail Funds & MPS (£m)	Alternative Funds (£m)	International Funds & Accounts (£m)
<b>Opening AuMA – 1 July 2022</b>	<b>34,245</b>	<b>3,280</b>	<b>1,146</b>	<b>27,390</b>	<b>900</b>	<b>1,529</b>
Net flows	(1,645)	(522)	-	(1,003)	53	(173)
Market and Investment performance	(905)	(92)	(87)	(641)	(43)	(42)
<b>Closing AuMA – 30 September 2022</b>	<b>31,695</b>	<b>2,666</b>	<b>1,059</b>	<b>25,746</b>	<b>910</b>	<b>1,314</b>

## Highlights: Fund management changes announced July 2022

- Global Innovation team – new investment team headed by James Dowey and Storm Uru and supported by Clare Pleydell-Bouverie. The Global Innovation team will be responsible for managing the Liontrust Global Innovation Fund and the Liontrust Global Dividend Fund
- Liontrust Income Fund moves from the Global Equity team to the Global Fundamental team and will be managed by Chris Field as lead manager who will be supported by James O’Connor, who moves with the Fund from the Global Equity team, and Dan Ekstein. The LF Liontrust UK Equity Income Fund will be managed by Chris Field supported by Dan Ekstein
- Liontrust US Opportunities Fund moves from the Global Equity team to the Global Fundamental team, with George Boyd-Bowman continuing to manage the fund
- If the above changes had been in effect as at 30 June 2022, AuMA would have been broken down as:

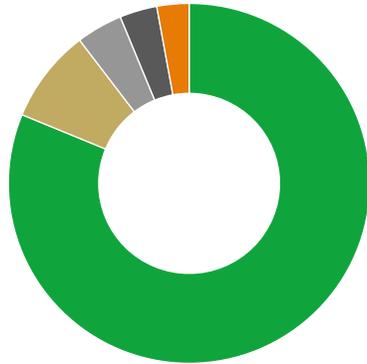
Process	Total as 30 June 2022 (£m)	Changes (£m)	Total as at 30 June 2022 including changes (£m)
Sustainable Investment	11,698	-	11,698
Economic Advantage	7,971	-	7,971
Global Fundamental	4,337	627	4,964
Multi-Asset	6,162	-	6,162
Global Equity	2,426	(1,180)	1,246
Cashflow Solution	1,093	-	1,093
Global Innovation	-	553	553
Global Fixed Income	558	-	558
<b>Total – 30 June 2022</b>	<b>34,245</b>	<b>-</b>	<b>34,245</b>



## Key metrics

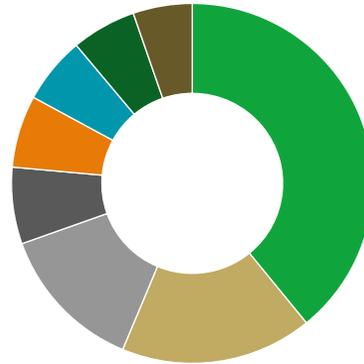


### AuMA by product



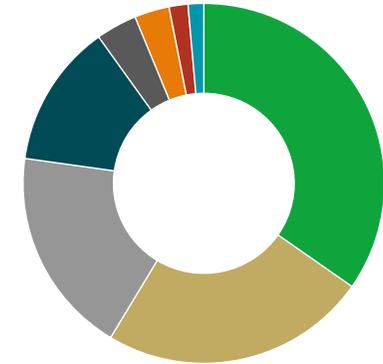
UK Retail Funds & MPS	£25,746	81%
Institutional Accounts & Funds	2,666	8%
International Funds & Accounts	1,314	4%
Investment Trusts	1,059	3%
Alternative Funds	910	3%

### AuMA by client type\*



Financial Adviser	39%
Wealth Manager	17%
Life & Pensions	13%
Institutional	7%
Platform	7%
D2C/Execution Only	6%
Fund Manager	6%
Other	5%

### AuMA by process



Sustainable Investment	£11,005m	35%
Economic Advantage	£7,577m	24%
Multi-Asset	£5,893m	19%
Global Fundamental	£4,089m	13%
Global Equity	£1,163m	4%
Cashflow Solution	£989m	3%
Global Innovation	£535m	2%
Global Fixed Income	£444m	1%

## AuMA £31.7bn as at 30 September 2022

Source: Liontrust Asset Management Plc as at 30.09.22. \*AuMA by client type as at 31.08.22  
This slide includes Alternative Performance Measures (APMs) – see Appendix 6 for the definition of these APMs

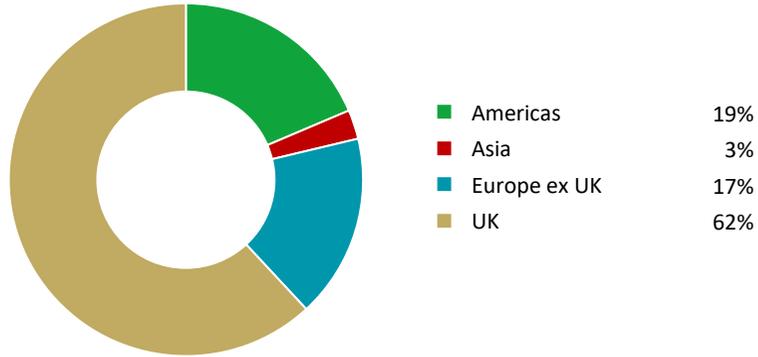
# Key statistics

	Acquisition timeline										
	FY13	FY14	FY15	FY16	FY17	FY18	FY19	FY20	FY21	FY22	H1 FY23
AUMA (£bn)	3.0	3.6	4.5	4.8	6.5	10.5	12.7	16.1	30.9	33.5	31.7
% change		20%	25%	7%	35%	62%	21%	27%	92%	8%	(5)%
Revenue (£m)	20.3	28.4	36.8	44.9	51.6	76.8	84.6	106.6	163.8	231.3	
% change		40%	30%	22%	15%	49%	10%	26%	54%	41%	
Statutory PBT (£m)	(3.7)	3.7	7.3	9.4	9.1	12.3	22.2	16.6	34.9	79.3	
Adjusted PBT (£m)	3.8	8.4	12.1	14.6	17.2	27.4	30.1	38.1	59.0*	96.6	
% change		121%	44%	21%	18%	59%	10%	27%	55%	64%	
Adjusted operating margin (%)	19.1	29.6	32.9	32.5	33.5	35.6	35.5	35.7	39.3	41.7	
Net fund flows (£m)	514	381	667	255	482	1,004	1,775	2,695	3,498	2,488	(2,200)
Dividend (pence)	1	3	8	12	15	21	27	33	47	72	
% change		200%	167%	50%	25%	40%	29%	22%	42%	53%	
Share price (pence)	167	240	270	255	390	554	602	940	1420	1274	731
% change		44%	13%	(6)%	53%	42%	9%	56%	51%	(10)%	(43)%
FTSE All-Share change (%)	13%	5%	3%	(7)%	18%	(2)%	2%	(22)%	29%	9%	(10)%
Investment teams	5	6	7	7	7	7	8	9	6	6	8

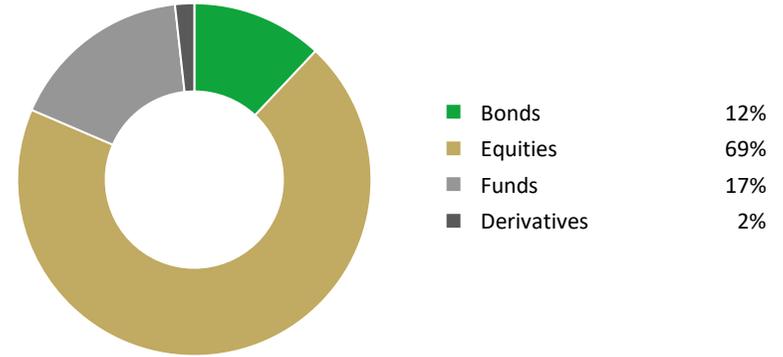
Each financial year ends 31 March. This slide includes Alternative Performance Measures (APMs) – see Appendix 6 for the definition of these APMs.

\*Restated

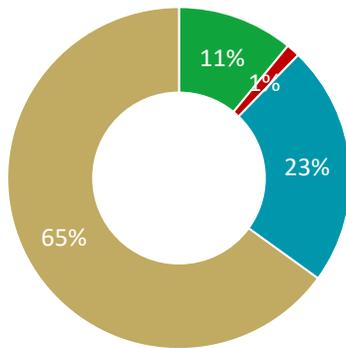
Percentage of NAV by region



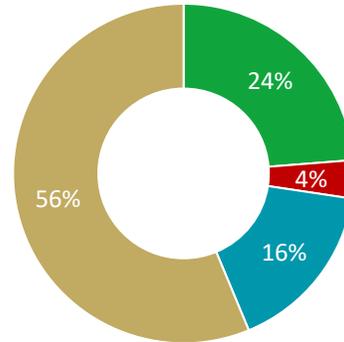
Percentage of NAV by asset class



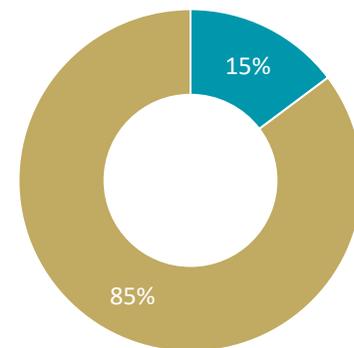
Bond NAV by region



Equity NAV by region



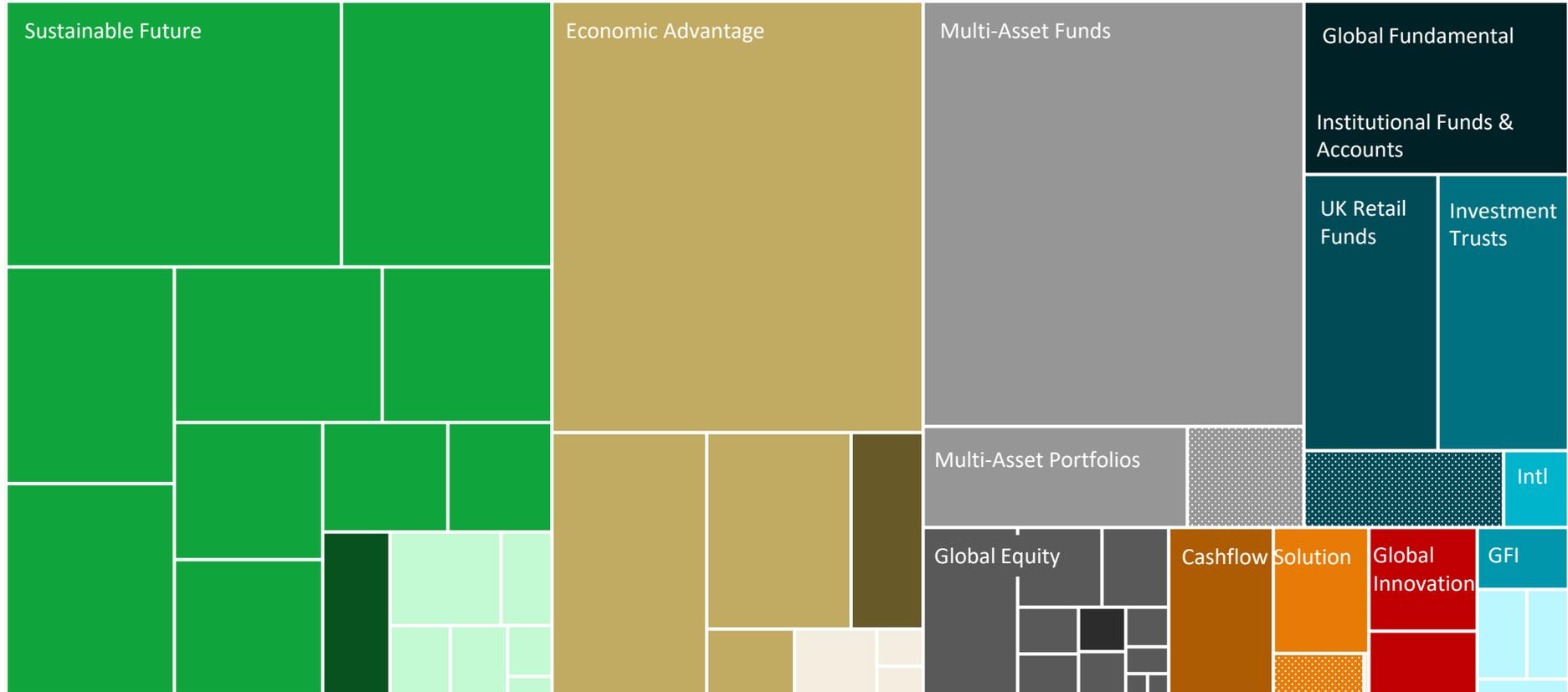
Funds of Funds NAV by region



Americas Asia Europe ex UK UK

## Visual representation of the 30 September 2022 AuMA

- Sustainable Future
- Economic Advantage
- Multi-Asset
- Global Fundamental
- Global Equity
- Global Fixed Income
- Global Innovation
- Cashflow Solution



Source: Liontrust, as at 30.09.22. The chart shows a visual representation of Liontrust UK Retail funds, darker shading denotes institutional accounts and funds, lighter shading denotes international funds and accounts, pattern shading denotes Alternative Funds, This slide includes Alternative Performance Measures (APMs) – see Appendix 6 for the definition of these APMs



## Strategic objectives



## Six principal objectives

1



Be a responsible company and investor

2



Deliver strong long-term investment performance

3



Expand distribution and products organically and through acquisitions

4



Acquire and develop talent

5



Enhance the investor experience

6



Ensure strong operations and infrastructure





Investment strength



- Over three years to 31 October 2022, 73% of UK-domiciled funds were in the 1st or 2nd quartile of their respective IA sectors\*
- Over five years to 31 October 2022, 86% of UK-domiciled funds were in the 1st or 2nd quartile of their respective IA sectors\*
- At Incisive Media’s Fund Manager of the Year Awards, Liontrust won the Award for Group of the Year for the second year running. The European Dynamic Fund won the Award for Best Europe Fund, UK Micro Cap Fund was Highly Commended in the UK Smaller Companies category, and the GF High Yield Bond Fund was Highly Commended in the £ High Yield Bond category^
- Liontrust won the award for Best UK Manager of the Year at Financial News’ Excellence in Institutional Fund Management Awards 2022
- The Economic Advantage UK Smaller Companies Fund won the award for the best UK Smaller Companies – Active fund at the 2022 AJ Bell Fund and Investment Trust Awards
- Liontrust was highly commended in the Best Sustainable Fund Management Group of the Year (AuM under £50bn) category at the Investment Week Sustainable Investment Awards 2022
- The Liontrust Trading team were crowned the “Multi-Asset Trading Desk of the Year 2022” at The Leaders In Trading Awards. The team were chosen as the winners following an industry-wide vote
- 6 funds have the 5-Crown rating from FE fundinfo^

\*Source: Financial Express, as at 31.10.22, total return, net of fees, income reinvested. This excludes the Liontrust Multi-Asset Funds, most of which do not have sector benchmarks and funds in the IA Specialist sector, on an AuMA weighted basis.

^As at June 2022

	<p>Best UK Manager of the Year at Financial News' Excellence in Institutional Fund Management Awards 2022</p>		<p>The Liontrust Cashflow team won the Best Europe ex UK fund category with the Liontrust European Dynamic Fund</p>
	<p>Economic Advantage UK Smaller Companies Fund won the award for the best UK Smaller Companies – Active fund at the 2022 AJ Bell Fund and Investment Trust Awards</p>		<p>The Liontrust Economic Advantage team was highly recommended in the UK Smaller Companies category with the Liontrust UK Micro Cap Fund</p>
	<p>Liontrust won Group of the Year at the Investment Week Fund Manager of the Year Awards 2022</p>		<p>The Liontrust Global Fixed Income team was highly recommended in the £ High Yield Bond category with the Liontrust GF High Yield Bond Fund</p>

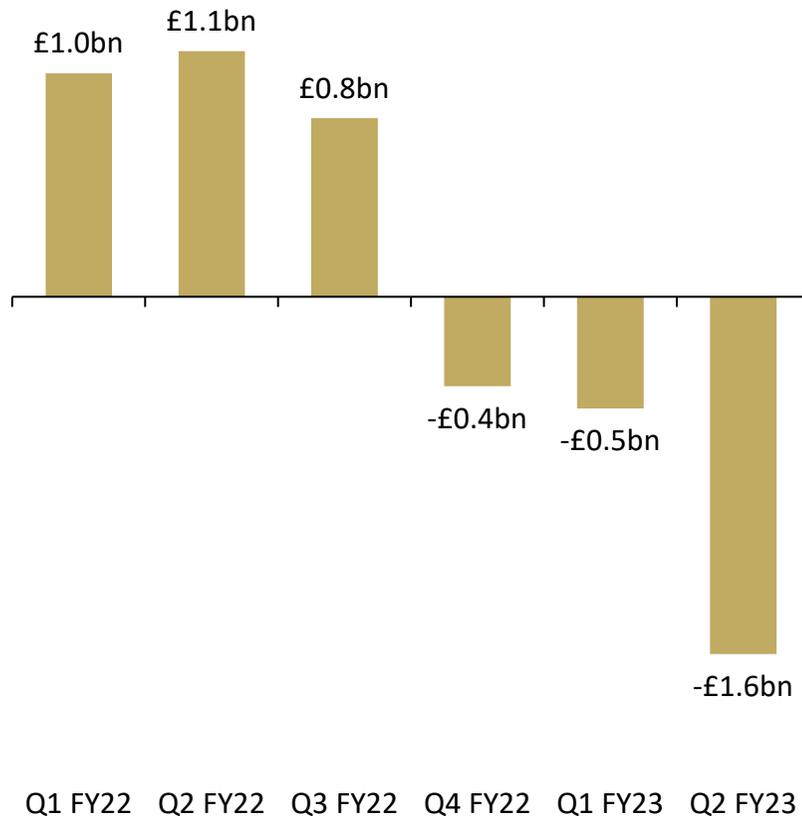
- The Global Group Award at the Fund Manager of the Year Awards is an endorsement of active fund management and our trust in sustainable investment. The judges commented on Liontrust's breadth of investment expertise across single and multi-asset funds and our early advocacy of sustainability. Both of these were recognised in the individual categories at the Awards, including the Liontrust SF Defensive Managed Fund being highly commended in the Managed 20-60% shares category



## Flows and AuMA



## Quarterly flows



- One month of positive net retail sales of UK funds in 2022 to the end of July
- Rotation from Growth to Value from autumn 2021
- Buyers' strike in 1st quarter of 2022
- Structural outflows from UK institutional mandates in H1 FY23
- Top 10 gross sales for Liontrust in the UK in Q3 2022
- We believe attractive valuations are appearing for Quality Growth
- And clients are waiting to invest in Quality Growth

Top 10 gross retail sales in Q3 2022	
	£m
BlackRock	£5,779.30
Legal & General IM	£3,574.80
Fidelity	£3,572.90
HSBC AM	£2,449.10
Royal London AM	£2,004.00
Jupiter	£1,601.50
JP Morgan AM	£1,440.00
Schroders	£1,342.60
Liontrust	£1,312.00
Columbia Threadneedle	£1,124.60

Top 10 net retail sales in Q3 2022	
	£m
Fidelity	£512.50
Legal & General IM	£487.10
HSBC AM	£383.60
Allianz Global Investors	£289.50
EdenTree	£102.90
Royal London AM	£36.00
Rathbones	£26.10
Hargreaves Lansdown	£24.00
Alliance Bernstein	£14.80
Orbis Investments	£10.10

- Net flows impacted by the rotation from quality growth to value
- Sentiment impacted by higher inflation and Russian invasion of Ukraine
- One month of positive net retail sales of UK funds in 2022 to the end of July

- The multi-award winning Sustainable Investment team is seen as the market leader among intermediaries and consumers in the UK<sup>1</sup>
- One area of net flows is into global equities; Global Dividend is the 3<sup>rd</sup> best performer in the IA Global Equity Income sector over 5 years<sup>2</sup>
- Strong demand for alternative investments; Liontrust offers Tortoise, European Strategic Equity and Diversified Real Assets funds
- The expansion of consolidators and aggregators in the adviser market offers the potential for large-scale distribution deals for our Multi-Asset funds and portfolios to supplement wider adviser market
- Exclusive distribution deals in Europe with ABN AMRO (mainland Europe excluding Scandinavia) and SEB (Scandinavia) for the SF Pan-European strategy (ABN AMRO and SEB) and SF Global Impact strategy (ABN AMRO)
- Growing presence in the institutional market in the UK and internationally, primarily for Sustainable Investment, Global Fundamental, Economic Advantage and Cashflow Solution teams

## Growth in teams' AuMA

£m	Jun-22 including Fund Management changes <sup>3</sup>	Sep-22	% change
Sustainable Investment	11,698	11,005	(6%)
Economic Advantage	7,971	7,577	(5%)
Global Fundamental	4,964	4,089	(18%)
Multi-Asset	6,162	5,893	(4%)
Global Equity	1,246	1,163	(7%)
Cashflow Solution	1,093	989	(10%)
Global Innovation	553	535	(3%)
Global Fixed Income	558	444	(20%)

Source: Liontrust Asset Management Plc as at 30.06.22 and 30.09.22. 1. Research in Finance, 2. FE Analytics as at 30.09.22, 3. See slide 6 for Fund Management changes. This slide includes Alternative Performance Measures (APMs) – see Appendix 6 for the definition of these APMs



Brand



- 1 Ranked the 8th best asset management brand in the UK (Source: Broadridge's annual survey, March 2021)
- 2 37% of wealth managers/financial advisers and 29% of consumers say Liontrust has the best ESG/sustainable investment team, ranking first among both (source: Research in Finance, July 2022)
- 3 Voted by financial advisers as the best sustainable investment team (Source: Square Mile, 2022)
- 4 65% of financial intermediaries had seen Liontrust's adverts over the previous month compared to an industry average of 39% (Source: Marketing Pulse, October 2022)
- 5 33% of financial intermediaries had seen Liontrust's content over the previous month compared to an industry average of 28% (Source: Marketing Pulse, October 2022)
- 6 74% of wealth managers and financial advisers say Liontrust is one of the best or above average for asset managers compared to an industry average of 55% (Source: Marketing Pulse, October 2022)



## Financials summary



### ➤ Half Year results:

- Revenues £108.8 million (30 Sep 2021: £108.5 million) up 0.2%
- Adjusted PBT of £42.8 million (30 Sep 2021: £39.3 million<sup>1</sup>) up 9%<sup>1</sup>
- Adjusted diluted EPS of 53.87p (30 Sep 2021: 51.82p) up 4.0%<sup>2</sup>
- Adjusted operating margin of 39.4% (30 Sep 21: 36.2%)
- First interim dividend at 22p (30 Sep 2021: 22p)
- Average AuMA of £35.1 billion (30 Sep 2021: £34.1 billion), an increase of 3%
- Average revenue margin of 0.62% (30 Sep 2021: 0.64%)
- Impairment charge of £12.8 million to acquired intangible assets: Architas (£8.8 million) and Majedie (£4.0 million)

<sup>1</sup>Statutory PBT of £14.1m (30 Sep 2021: £31.1m).

<sup>2</sup>Diluted EPS 17.72p (30 Sep 2021: 42.72p).

This slide includes Alternative Performance Measures (APMs) – see Appendix 6 for the definition of these APMs

# Reconciliation of adjusted profit to profit before tax for the 6 months ended 30 September 2022

	30 Sep 2022 £'000	30 Sep 2021 £'000	Change
Profit before tax	14,066	31,063	(61)%
Severance compensation and staff reorganisation costs	3,557	118	-%
Professional services	4,654	3,255	43%
Intangible asset amortisation and impairment <sup>1</sup>	20,590	4,820	355%
Adjustments	28,801	8,193	
<b>Adjusted profit before tax</b>	<b>42,867</b>	<b>39,256</b>	<b>9.2%</b>

<sup>1</sup> Impairment losses of £12.8 million in relation to acquired intangible assets have been recognised in the period.

Alternative Performance Measures: Liontrust reports Alternative Performance Measures (“APMs”), including Adjusted Profit Before Tax, Adjusted Operating Profit, Adjusted Operating Margin and Adjusted EPS, alongside our statutory measures of financial performance (IFRS) to assist the users of our accounts in assessing the underlying performance of our business operations. The APMs seek to exclude the effects of non-recurring, non-operating (financing/capital/non-cash) and exceptional items from the statutory measures. A number of these costs, despite being non-cash, are ongoing expenses related to the normal operating basis of the business. The most significant of these is share incentivisation costs. The Directors have also reviewed depreciation expense and IFRS16 related property expenses, being GAAP measures of the utilisation expense of these capital assets; and concluded that these expenses, along with the share incentivisation costs, should not be removed in the calculation of APMs with effect from the financial year ended 31 March 2022 and in future financial years. The Directors believe this revised approach to accounting for APMs is appropriate as the Company continues to grow in scale, reflecting the approaches taken by similar and larger UK-listed asset management peers.

# Income statement (adjusted)

	30 Sep 2022 £'000	30 Sep 2021 £'000	Change
Gross profit excluding performance fees	108,801	108,545	0.2%
Performance fees	-	-	-
<b>Gross profit</b>	<b>108,801</b>	<b>108,545</b>	<b>0.2%</b>
<b>Net gains</b>	<b>465</b>	<b>50</b>	
Member/employee costs	(47,530)	(53,511)	(11)%
Depreciation	(970)	(959)	1%
Intangible amortisation and impairment <sup>1</sup>	(20,590)	(4,820)	327%
Professional services	(4,654)	(3,255)	43%
Other administration expenses	(21,460)	(14,941)	44%
<b>Total administration expenses</b>	<b>(95,204)</b>	<b>(77,486)</b>	<b>25%</b>
Net interest	4	(46)	
<b>Profit before tax</b>	<b>14,066</b>	<b>31,063</b>	<b>(59)%</b>
Adjustments <sup>1</sup>	28,801	8,193	
<b>Adjusted profit before tax</b>	<b>42,867</b>	<b>39,256</b>	<b>10%</b>
<b>Adjusted diluted EPS</b>	<b>53.87</b>	<b>51.82</b>	<b>4.0%</b>
<b>Adjusted diluted EPS (excluding performance fees)</b>	<b>53.87</b>	<b>51.82</b>	<b>4.0%</b>

<sup>1</sup> Impairment losses of £12.8 million in relation to acquired intangible assets have been recognised in the period

This slide includes Alternative Performance Measures (APMs) – see Appendix 6 for the definition of these APMs

# Balance sheet as at 30 September 2022

	30 Sep 2022 £'000	31 Mar 2022 £'000
<b>Assets</b>		
Non current assets	141,347	106,406
<b>Current assets</b>		
Trade and other receivables	218,612	235,496
Financial assets	8,461	4,168
Cash and cash equivalents	109,012	120,852
Total current assets	336,085	360,516
<b>Liabilities</b>		
Non current liabilities	(25,694)	(19,376)
Current liabilities	(242,210)	(263,378)
<b>Net current assets</b>	<b>93,875</b>	<b>97,138</b>
<b>Net assets</b>	<b>209,528</b>	<b>184,168</b>
<b>Shareholders' equity</b>	<b>209,528</b>	<b>184,168</b>



## Majedie acquisition



- Liontrust acquired Majedie Asset Management for an initial consideration of 3.7 million Liontrust shares (including £5.5 million regulatory capital) plus up to 0.78 million Liontrust shares and up to £23 million in cash for excess NAV and deferred consideration. Based on 31 March 2022 closing Liontrust share price of 1274p, the initial consideration equates to £46.9 million plus up to £33 million for excess NAV and deferred consideration
- Liontrust's pro forma AuMA increased by £5.2 billion to £38.7 billion
- Majedie has developed a substantial presence as a specialist equity boutique in the institutional market and has relationships with 66 clients in this space
- The acquisition significantly boosts Liontrust's institutional proposition and allow us to accelerate growth in this key segment of the market through increasing scale, our distribution and client base
- The Majedie Fund Management Team is now called the Liontrust Global Fundamental Team. James de Uphaugh continues to head the Team
- Liontrust and Majedie believe there is a very strong cultural alignment between the two organisations
- Liontrust has become the AIFM for the Edinburgh Investment Trust Plc and Investment Manager of Majedie Investments PLC, our first UK listed investment trusts
- We have seen growing demand for the global long/short Tortoise Fund in the UK and Europe

- Liontrust acquired the entire issued share capital of Majedie for a Consideration of up to £120 million<sup>1</sup> consisting of:
  - £80 million satisfied through the issue of 3,683,241 new Ordinary Shares to Majedie shareholders at Completion (“**Initial Consideration Shares**”)
  - Up to £8.3 million, with up to £5.3 million being satisfied with the issue of 244,014 new Ordinary Shares (“**Excess NAV Shares**”) and up to £3.0 million in cash to be issued when the net asset value of Majedie is agreed, to Majedie shareholders (“**Excess NAV**”)
  - Up to £11.7 million satisfied through the issue of 538,674 new Ordinary Shares (“**Conditional Consideration Shares**”) to Majedie shareholders within 30 business days of 30 June 2025 dependent on minimum AuMA for the period from Completion to 31 March 2023 and performance fees earned for the period from Completion to 31 March 2025, and
  - Up to £20 million satisfied in cash (“**Pipeline Consideration**”) to be paid to Majedie shareholders dependent on achieving certain institutional growth targets over a period of up to three years
- The Initial Consideration Shares, Excess NAV Shares and Conditional Consideration Shares are to be issued at a price of 2,172p per Ordinary Share, being the 30-day average closing price to 3 December 2021

<sup>1</sup>Based on Liontrust share price of 2172p on announcement of the acquisition



## Outlook



- Mixed flows
- ESG up front and central
- Retail investor engagement
- M&A growing
- Private markets
- Solutions

- Eight investment teams with rigorous and distinct investment processes
- Strengthening distribution in institutional market – recent LGPS Central win to manage global sustainable equities
- EIT provides base to build investment trust business
- Expand international distribution
- Investment in digital marketing to enhance client communications and experience
- Investment in performance data



## Appendices

1. Board biographies
2. Company information
3. Fund manager teams
4. Momentum of the business
5. Assets under management and advice and performance
6. Alternative Performance Measures





### **Alastair Barbour – Non-Executive Chairman**

Joined the Board in April 2011. Alastair is a chartered accountant with 25 years' experience spent auditing and advising boards and management of public companies in the UK and internationally, principally in the financial services industry. He trained with Peat, Marwick, Mitchell & Co in London before being admitted as a partner with KPMG in Bermuda in 1985. Alastair returned to the UK as a partner of KPMG in 1991 and has specialised in financial services with extensive experience in advising on accounting, financial reporting and corporate governance. He is also a Director of RSA Insurance Group Plc, Phoenix Group Holdings and The Bank of N.T. Butterfield & Son Limited.



### **Rebecca Shelley – Senior Independent Director**

Joined the Board on 1 November 2021 and became Senior Independent Director in March 2022. Rebecca brings extensive commercial and financial services experience to the Board, as well as her background of market-facing roles at listed companies. Having been Investor Relations and Corporate Communications Director at Norwich Union plc from 1998-2000, Rebecca moved to Prudential plc in 2000, starting as Investor Relations Director, and then became Group Communications Director with a seat on their Group Executive Committee. From 2012 to 2016, Rebecca was the Group Communications Director of Tesco plc and a member of their Executive Committee. During this time, she held positions on the board of the British Retail Consortium and was a trustee of the Institute of Grocery Distribution. Most recently Rebecca spent three years at TP ICAP plc as Group Corporate Affairs Director and was a member of their Global Executive Committee.



### **John Ions – Chief Executive**

Joined the Board in May 2010. Prior to joining Liontrust in February 2010, John was Chief Executive of Tactica Fund Management since it was established in 2005. Previously, John was Joint Managing Director of SG Asset Management and Chief Executive of Société Generale Unit Trusts Limited, having been a co-founder of the business in 1998. John was also formerly Head of Distribution at Aberdeen Asset Management.



### **Vinay Abrol – Chief Operating Officer and Chief Financial Officer**

Joined the Board in September 2004. Vinay is responsible for overseeing all finance, information technology, operations, risk and compliance of the Group. After obtaining a first-class degree in computing science from Imperial College London, Vinay worked for W.I. Carr (UK) Limited specialising in the development of equity trading systems for their Far East subsidiaries, and then at HSBC Asset Management (Europe) Limited where he was responsible for global mutual funds systems. Following a short period at S.G. Warburg and Co., he joined Liontrust in 1995.



### **Mandy Donald – Non-Executive Director, Chairman of the Audit & Risk Committee**

Joined the Board in October 2019. Mandy is a chartered accountant and spent 18 years with Ernst & Young before steering her focus towards the growth of new companies, serving on the boards of a diverse range of start-up businesses. Mandy is a Trustee of The Institute of Cancer Research, where she is also the Chair of the Audit Committee, she is also a Non-executive Director and Chair of the Audit Committee of Punter Southhall Group.



### **Emma Howard Boyd – Non-Executive Director**

Joined the board in January 2022. Emma brings extensive commercial and financial services experience to the Board, as well as a background in governance and stewardship. She has held a number of non-executive and advisory roles over the past eight years since leaving Jupiter Asset Management as Director, Stewardship. Currently, Emma is Chair of the Environment Agency, an Ex officio board member of the Department for Environment, Food and Rural Affairs and interim Chair of the Green Finance Institute. She is also an Adviser to the Board of Trade, and a UN Global Ambassador for Race to Zero and Race to Resilience ahead of COP26. Emma also serves on several boards and advisory committees which include: The Coalition for Climate Resilient Investment (co-Chair), The European Climate Foundation, The Council for Sustainable Business, The Prince's Accounting for Sustainability Project and Menhaden Resource Efficiency Plc. Emma was the UK Commissioner to the Global Commission on Adaptation from 2018 until January 2021. She holds a BA (Hons) in Law and Economics from St John's College, Durham University.



**George Yeandle – Non-Executive Director, Chairman of the Remuneration Committee**

Joined the Board in January 2015. George is a chartered accountant with over 30 years’ experience having specialised throughout most of his career in advising clients on executive pay and remuneration issues. He has also held a number of internal leadership roles. He trained with Coopers & Lybrand (now PricewaterhouseCoopers LLP) before being admitted as a partner in 1989. More recently, George was Operational Leader of the London Region Human Resource Services Business and a Senior Partner of PricewaterhouseCoopers LLP, retiring in December 2013.



**Quintin Price – Non-Executive Director**

Quintin joined the Board in July 2021 and is a member of the Audit & Risk, Remuneration and Nomination Committees. He has 30 years’ experience of working at a senior level for a number of leading investment companies. From 2005 to 2015, Quintin worked at BlackRock where he was Head of Alpha Strategies and a member of the Global Executive Committee. He is currently a Non-executive Director of Aperture Investors LLC, a New York based fund manager, and F&C Investment Trust Plc. He also serves as a member of the Investment Committee of the Leverhulme Trust. Quintin holds a BSc. in Economic & Social History from the University of Bristol.



**Mark Jackson – Company Secretary**

Mark joined as Company Secretary in October 2017. Prior to joining Liontrust Mark spent 9 years at the accountancy firm Mazars where he was a Director in the National Company Secretarial department providing services to listed and non-listed clients including Liontrust. Prior to joining Mazars, Mark spent 16 years at Linklaters where he headed the Company Secretarial department and prior to that was a Manager in the Company Secretarial department of Coopers & Lybrand (now PricewaterhouseCoopers LLP). Mark is a Fellow of the Institute of Chartered Secretaries and Administrators.



**Katie O'Brien – Deputy Company Secretary**

Before joining Liontrust in October 2019, Katie spent 10 years working at Neptune Investment Management Ltd where she was Company Secretary and Head of Legal. Prior to that, Katie gained her Graduate Diploma in Law from Brunel University, following completion of a Masters degree in Politics and International Relations at the University of Exeter. Katie is a Member of the Chartered Governance Institute.

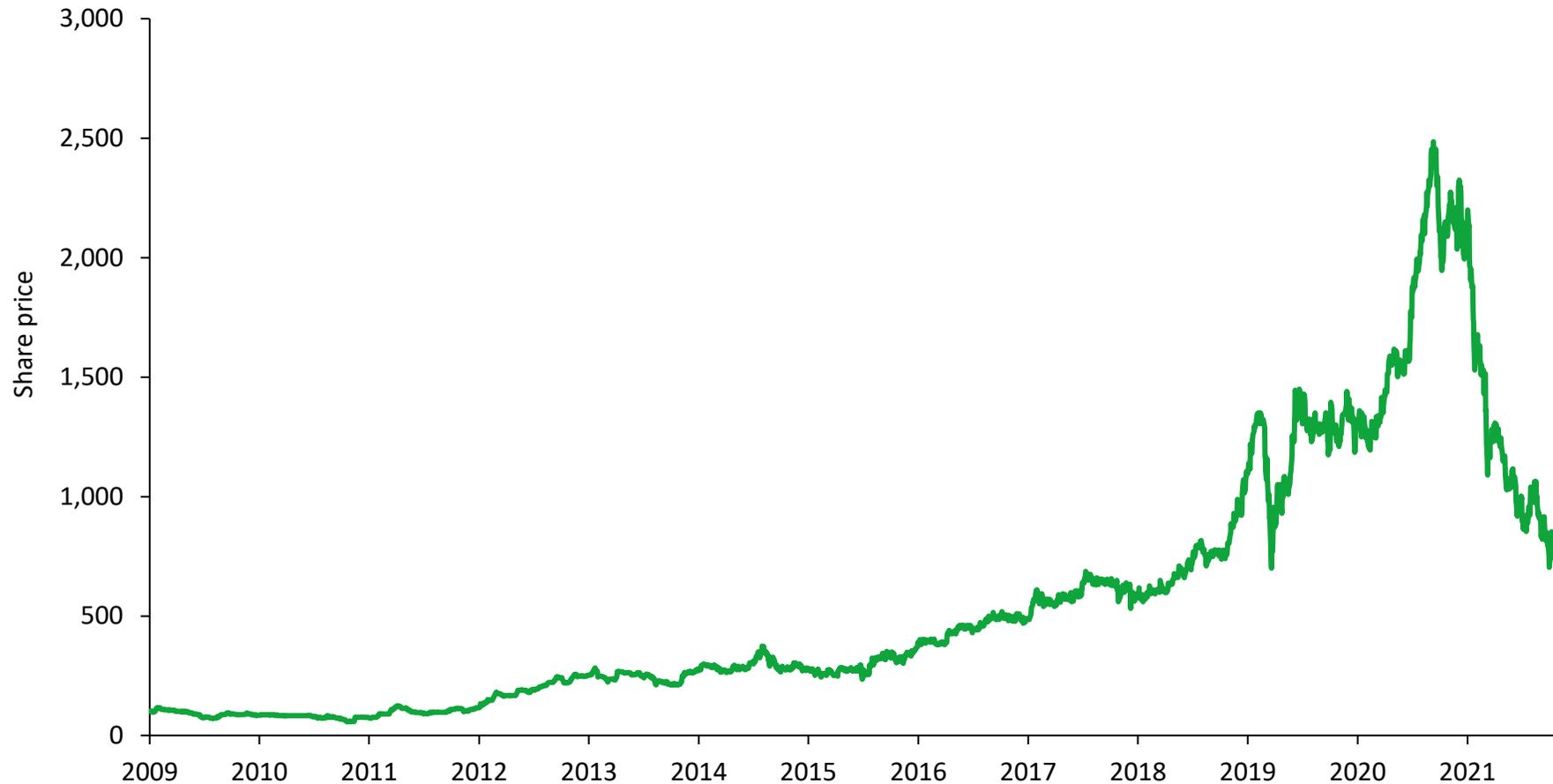
## Appendix 2 – Company information and shareholders

- Market capitalisation: £782 million (\$919 million) as at 14 November 2022
- Premium listing on the London Stock Exchange
- Ordinary shares in issue: 64,935,384
- Financial year end: 31 March
- Directors 2.9% and employees/members 6.0%

Top 25 external shareholders*			
No.	Fund Manager	Shares 30 Sep 22	%
1	Sanford Deland Asset Management	4,380,000	6.75%
2	Hargreaves Lansdown, stockbrokers (EO)	4,073,871	6.27%
3	BlackRock	3,872,679	5.96%
4	Franklin Templeton Fund Management	3,655,600	5.63%
5	abrdn	3,480,823	5.36%
6	Vanguard Group	2,868,291	4.42%
7	Slater Investments	2,378,551	3.66%
8	Canaccord Genuity Wealth Management (Inst)	2,323,368	3.58%
9	Legal & General Investment Management	2,105,291	3.24%
10	Montanaro Asset Management	1,870,000	2.88%
11	Janus Henderson Investors	1,593,871	2.45%
12	NBIM	1,069,778	1.65%
13	Royal London Asset Management	1,067,644	1.64%
14	Columbia Threadneedle Investments	1,034,161	1.59%
15	Highclere International Investors	1,004,994	1.55%
16	Charles Stanley	999,727	1.54%
17	Interactive Investor (EO)	988,877	1.52%
18	JM Finn, stockbrokers	809,146	1.25%
19	GAM	802,640	1.24%
20	Wirral BC	800,000	1.23%
21	Jupiter Asset Management	793,515	1.22%
22	Amati Global Investors	767,466	1.18%
23	River and Mercantile Asset Management	759,150	1.17%
24	Chelverton Asset Management	750,000	1.15%
25	Unicorn Asset Management	665,000	1.02%

Source: External shareholders – RD:IR

### Liontrust Asset Management Plc – share price (pence)



Source: Bloomberg, data from 31.12.09 to 31.10.22

### Economic Advantage



**Anthony Cross**  
Head of Economic Advantage



**Julian Fosh**  
Co-Head of Economic Advantage



**Victoria Stevens**  
Fund Manager



**Matt Tonge**  
Fund Manager



**Alex Wedge**  
Fund Manager



**Natalie Bell**  
Fund Manager

### Investment process

The process seeks to identify companies that possess intangible assets which produce barriers to competition and provide a durable competitive advantage that allows the companies to defy industry competition and sustain a higher than average level of profitability for longer than expected.

In the fund managers' experience, the hardest characteristics for competitors to replicate are three classes of intangible asset: intellectual property, strong distribution channels and significant recurring business.

Other less powerful but nonetheless important intangible strengths include franchises and licenses; good customer databases and relationships; effective procedures and formats; strong brands and company culture.

These intangible assets produce barriers to competition, protect margins and are capable, in the opinion of the fund managers, of reaping a financial advantage in the form of cash flow returns in excess of the cost of capital. A company that consistently generates excess cash flow returns will benefit from compounding as it reinvests this excess return into the business.

Every smaller company held in the Economic Advantage funds has at least 3% of its equity held by senior management and main board directors. Companies are also assessed for employee ownership below the senior management and board and changes in equity ownership are monitored.

## Sustainable Investment



**Peter Michaelis**  
Head of Sustainable  
Investment team



**Simon Clements**  
Investment Manager



**Mike Appleby**  
Investment Manager



**Harriet Parker**  
Investment Manager



**Kenny Watson**  
Investment Manager



**Aitken Ross**  
Investment Manager



**Jack Willis**  
Investment Manager



**Stuart Steven**  
Head of Fixed Income



**Martyn Jones**  
Investment Manager



**Chris Foster**  
Investment Manager



**Laurie Don**  
Investment Manager



**Hannah Muir**  
Portfolio Manager  
Assistant



**Nancy Kondelidou**  
Trainee Analyst



**Deepesh Marwaha**  
Trainee Analyst



**Mingming Huang**  
Portfolio Manager  
Assistant



**Ed Phelps**  
Trainee Analyst



**Sarah Nottle**  
Trainee Analyst

### Investment process

The investment process seeks to generate strong returns from investing in companies aiming to deliver profits through positive social and environmental impacts. The fund managers look at the world through the prism of three mega trends – Better resource efficiency (cleaner), Improved health (healthier) and Greater safety and resilience (safer) – and then 20 themes within these.

If a company has significant exposure to one of the themes, the fund managers verify how sustainable the rest of its activities are. For each company, the fund managers determine the ESG factors that are important indicators of future success and assess how well these are managed, via the proprietary Liontrust Sustainability Matrix.

Companies in which the fund managers invest will have robust business fundamentals with a proven ability to deliver high returns of equity (RoE) through sustaining margins and asset turnover. Typically, these companies have a maintainable competitive advantage through scale, technology or business model.

The fund managers invest in well-run companies whose products and operations capitalise on the transformative changes the Liontrust Sustainable Investment team has highlighted, may benefit financially from them and score well on ESG, business fundamentals and valuation. The managers believe identifying these powerful themes and investing in exposed companies can make for attractive and sustainable investments.

### Global Equity



Robin Geffen  
Head of  
Global Equity



Ewan Thompson  
Fund Manager



Thomas Smith  
Fund Manager



Ruth Chambers  
Fund Manager



Chris Taylor  
Fund Manager



William Geffen  
Deputy Fund Manager

### Investment process

The fund managers believe the key to generating outperformance is through high conviction, long-term, research-led company selection. There are four key elements to the investment process.

Identifying long-term winners. The managers seek to invest in excellent companies that are positively exposed to powerful trends or have distinct and differentiated characteristics that will result in consistently above market returns over the long term.

The portfolios are actively managed and only consist of stocks in which there is high conviction that they will be long-term winners. This typically leads to funds having a high tracking error and active share against their respective benchmarks.

Constructing concentrated portfolios. This enables long-term winners to drive investment returns rather than the market and therefore each idea will have a material impact on fund performance.

The portfolios are constructed so that they can generate returns which are not overly dependent on the success and failure of any one individual investment style, such as growth and value, or macro factors.

### Cashflow Solution



James Inglis-Jones  
Co-Head of  
Cashflow Solution



Samantha Gleave  
Co-Head of  
Cashflow Solution

#### Investment process

The fund managers focus on the historic cash flows generated and invested by companies to support their forecast profits growth. As forecasts are often unreliable, the scale of cash invested to support forecasts is key.

The fund managers seek to own companies that generate significantly more cash than they need to sustain their planned growth yet are lowly valued by investors on that measure and are run by managers committed to an intelligent use of capital.

To identify companies' annual cash flow, balance sheet development and valuation efficiently across all equity markets the fund managers have developed a simple screen as a starting point for further qualitative analysis. The investment screen consists of two cash flow ratios that are combined equally to highlight the process characteristics that they seek.

The two cash flow measures are:

- Cash flow relative to operating assets
- Cash flow relative to market value

## Multi-Asset



**Mayank Markanday**  
Senior Investment Manager



**John Husselbee**  
Head of Multi-Asset



**James Klempster**  
Deputy Head of Multi-Asset



**Malachi Ferguson**  
Analyst



**Victor Alabrune**  
Analyst



**David Salisbury**  
Analyst

### Investment process

There are five key stages to the investment process for the target risk funds.

#### Strategic asset allocation

Among the factors they analyse, the fund managers collate and study historical returns and volatilities of a range of asset classes, as well as their correlations with each other, and the pathway of future interest rates to determine the SAA that should meet the volatility target of the fund or portfolio over the long-term. The SAA is essentially the default asset allocation should the fund managers have no views about the relative attractiveness of different asset classes.

#### Tactical asset allocation

The primary aim of the tactical asset allocation (TAA) is to increase exposure to an asset class when it looks cheap and reduce exposure when it appears expensive; the fund managers' focus is on valuations rather than market timing. They believe it is important to supplement the long-term benefits of the SAA with the flexibility to take advantage of valuation opportunities in the shorter term.

#### Fund selection

We hold a range of funds and fund managers, including active, passive and alternative investment strategies. The fund managers believe the key elements that should underpin fund selection are: investment process, fund manager experience, fund manager knowledge and fund manager incentive (including remuneration).

#### Portfolio construction

The fund managers want to ensure the underlying funds are exposed to the segment of the market they feel has the most potential for outperformance while reducing unintended risk. Therefore, they consider how each holding interacts with each other in terms of correlation, risk and return to ensure the benefits identified at the holding and sector levels are not diversified away when grouped together at the fund level.

#### Monitoring, review and risk management

The Liontrust Multi-Asset team is given regular updates, including in-depth data, on the underlying funds to ensure they are being managed according to their stated objectives and investment processes. This includes attribution analysis to show the underlying funds do not experience style drift and remain within their stated risk parameters. We gain access to the underlying fund managers to probe their thinking and evaluate their continued commitment.

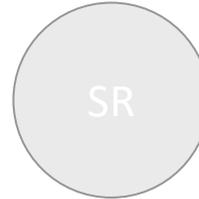
### Global Fixed Income



Phil Milburn  
Co-Head of  
Global Fixed Income



Donald Phillips  
Co-Head of  
Global Fixed Income



Sharmin Rahman  
Investment Manager



Emma Veitch  
Investment Analyst

### Investment process

The process is designed to take advantage of inefficiencies in fixed income markets through a thorough understanding of the economic environment and detailed bottom up stock analysis.

The process uses the same framework to garner a thorough understanding of the economic environment and for bottom up stock analysis: fundamentals, valuations and technical (FVT).

These three factors are exemplified regardless of whether the managers are considering a duration position or an investment in a speculative grade rated company. In judging whether a company is attractive long-term investment, the managers analyse the following factors, which they call PRISM.

Protections: operational and contractual, such as structure and covenants.

Risks: credit, business and market

Interest cover: leverage and other key ratios

Sustainability: of cash flows and environmental, social and governance (ESG) factors

Motivations: of management and shareholders

### Global Innovation



James Dowey  
Co-Head of  
Global Innovation



Storm Uru  
Co-Head of  
Global Innovation



Clare Pleydell-Bouverie  
Deputy Fund Manager

### Investment process

#### Stage 1

We limit the investible universe to equity securities trading in either developed or emerging markets (excluding frontier) with a market capitalisation above \$1billion at the time of purchase. We then run a proprietary screen to remove companies without the resources or ability to innovate. The screen focuses on traditional metrics such as market power, growth, safety and pay-out, using around 100 different financial metrics from a company's financial statements.

#### Stage 2

The second stage generates and maintains the Global Innovation 200 watchlist. This is a list of the most innovative businesses around the world across all sectors and regions. Each company on the list must possess four attributes:

**Innovation:** Create value. A company must create genuine value for customers through a new product or business model that is either lower priced or higher quality than the existing offering in the market.

**Barrier:** Capture value. Businesses must possess or are in the process of building strong barriers to competition to protect the profits of innovation from competitors.

**Management:** Execute. Companies must be run by management teams with the ability and incentives to execute on their innovative opportunity.

**Evidence:** ROIC. We focus on the return on invested capital (ROIC), which helps us to judge whether a company is converting its investments in innovation into cash.

#### Stage 3

The third step of the process is to identify the price we are willing to pay for a company. We focus on translating our view on the business's innovation and barriers into the key financial fundamentals of revenues, margins and capital requirements. We build a 10-year DCF model to determine our estimate of the company's intrinsic value and then we test this estimate with comparable multiples for peers, focusing on Price to Sales (P/S), EV/EBITDA and FCF yield. Then we conduct a risk assessment of the business, covering three core risk categories: financial, disruption and ESG.

#### Stage 4

We approach portfolio construction through with a three-step approach:

**Target weight** – determined by a stock's current upside to our target price and its contribution to the diversification of the portfolio.

**Monitor** – focusing on company announcements and results, industry developments and risks and includes company management meetings.

**Sell discipline** – our typical holding period is three to five years unless our sell discipline is triggered by one of three mechanisms: the stock hits its price target, a better opportunity is identified on the watchlist, or there is a breakdown in fundamentals.

## Global Fundamental



**James de Uphagh**  
Head of Global Fundamental



**Chris Field**  
Fund Manager



**Dan Ekstein**  
Fund Manager



**Ed Jeans**  
Equity Analyst



**Emily Barnard**  
Equity Analyst



**Hong Yi Chen**  
Fund Manager



**Imran Sattar**  
Fund Manager



**John King**  
Fund Manager



**Matthew Smith**  
Fund Manager



**Tinger Wen**  
Equity Analyst



**Tom Hosking**  
Fund Manager



**Tom Morris**  
Fund Manager



**Tom Record**  
Fund Manager



**James O'Connor**  
Deputy Fund Manager



**George Boyd-Bowman**  
Fund Manager



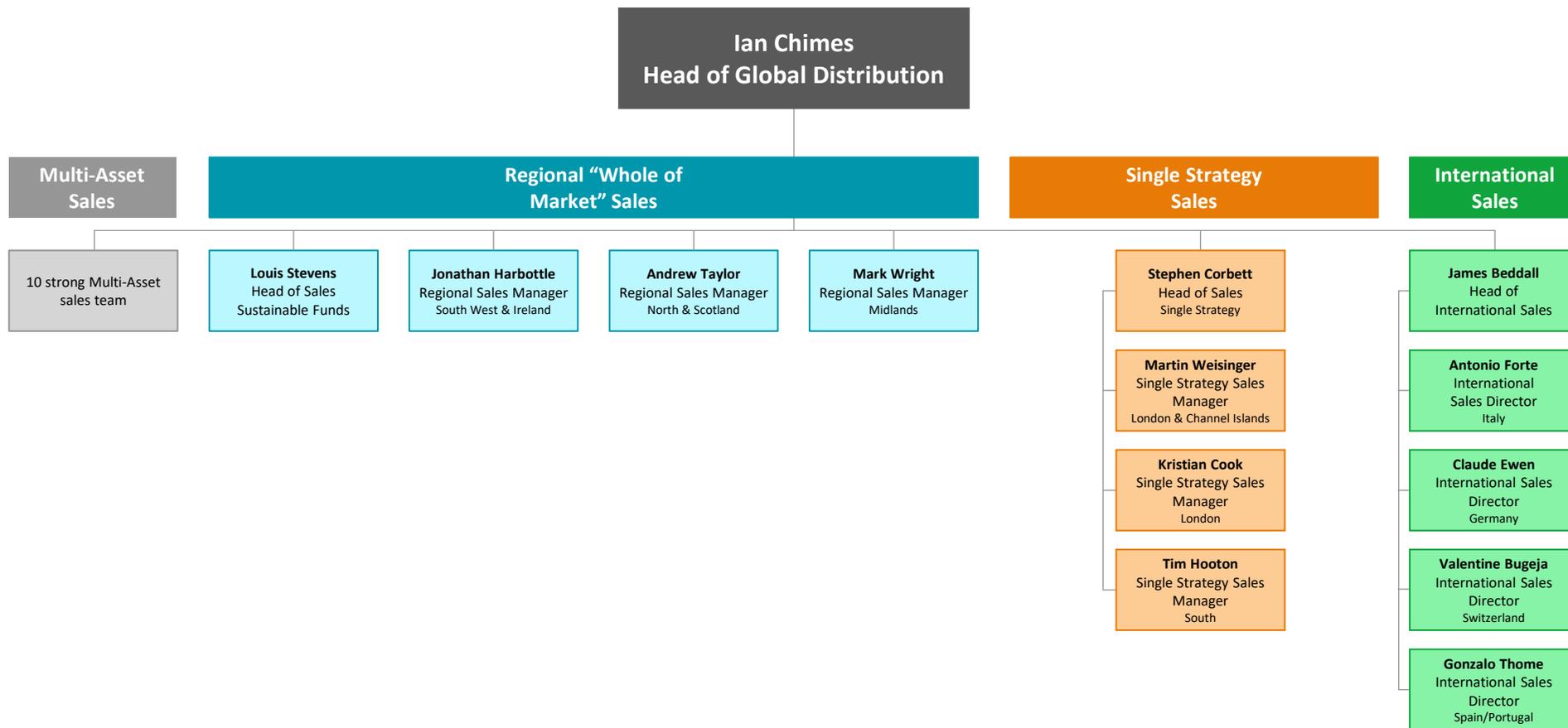
**Sam Bealing**  
Equity Analyst

## Investment process

At the core of the team's investment approach is deep, fundamental research driven by original thinking to find share price inflection points that can drive long-term performance.

The team is able to invest across sectors and markets and pays particular attention to ESG risks and opportunities as part of the investment process.

Digital technology underpins the research platform, and the team is structure to foster a robust and honest environment rich in dialogue and debate.





# Appendix 4 – Awards: 2021

	<b>Professional Pensions Investment Awards 2021 UK Equity Manager of the Year</b> Liontrust Asset Management
	<b>Financial News Asset Management Awards 2021 Asset Manager of the Year</b> Liontrust Asset Management
	<b>Shares Awards 2021 Best Fund Group</b> Liontrust Asset Management
	<b>Investment Life &amp; Pensions Moneyfacts Awards 2021 Best Multi-Manager Provider</b>
	<b>Investment Week Sustainable &amp; ESG Awards 2021 – Best Sustainable &amp; ESG Equity Fund</b> Liontrust SF Global Growth Fund
	<b>Investment Week Sustainable &amp; ESG Awards 2021 – Best Sustainable &amp; ESG Multi-Asset Fund</b> Liontrust SF Managed Fund
	<b>AJ Bell Fund and Investment Trust Awards – Best Ethical/ Sustainable – Active Award</b> Liontrust SF Managed Growth Fund
	<b>Investment Week Fund Manager of the Year Awards 2021 – Global Group of the Year</b> Liontrust Asset Management

	<b>Investment Week Fund Manager of the Year Awards 2021 – Global Growth</b> Liontrust Sustainable Future Global Growth Fund
	<b>Investment Week Fund Manager of the Year Awards 2021 – Managed – Flexible Investment</b> Liontrust Sustainable Future Managed Growth Fund
	<b>Investment Week Fund Manager of the Year Awards 2021 – Managed 40-85% joint winners</b> Liontrust Sustainable Future Managed Fund
	<b>Investment Week Fund Manager of the Year Awards 2021 – Global Income joint winners</b> Liontrust Global Dividend Fund
	<b>AJ Bell Online Personal Wealth Awards 2021 Best Multi-Manager Fund Provider Award</b>
	<b>Professional Adviser Awards 2021 Multi-Asset Group of the Year</b>
	<b>Professional Adviser Awards 2021 Best ESG Solution for Advisers</b>

Source: Liontrust

Past performance is not a guide to future performance. The value of an investment and the income generated from it can fall as well as rise and is not guaranteed. You may get back less than you originally invested. Please refer to the Key Risks slide for more information

# Appendix 5 – AuMA by process and product as at 30 September 2022 (£m)

By process and product									
£m	Sustainable Investment	Economic Advantage	Multi-Asset	Global Equity	Global Innovation	Cashflow Solution	Global Fundamental	Global Fixed Income	Total
<b>Total AuMA</b>	<b>11,005</b>	<b>7,577</b>	<b>5,893</b>	<b>1,163</b>	<b>535</b>	<b>989</b>	<b>4,089</b>	<b>444</b>	<b>31,695</b>
<b>■ UK Retail</b>	10,049	6,909	5,546	1,101	535	354	1,086	166	<b>25,746</b>
<b>■ Institutional</b>	323	417	-	62	-	517	1,347	-	<b>2,666</b>
<b>■ International</b>	633	251	-	-	-	6	146	278	<b>1,314</b>
<b>■ Investment Trusts</b>	-	-	-	-	-	-	1,059	-	<b>1,059</b>
<b>■ Alternative</b>	-	-	347	-	-	112	451	-	<b>910</b>

Source: Liontrust, figures subject to rounding

# Appendix 5 – Liontrust UK fund performance to 31 October 2022

% change	1 Year					3 Years					5 Years					Since Inception/Manager/ Objective change*					Date
	Fund	CBM1	CBM2	Sector	Q	Fund	CBM1	CBM2	Sector	Q	Fund	CBM1	CBM2	Sector	Q	Fund	CBM1	CBM2	Sector	Q	
<b>Economic Advantage</b>																					
<b>Liontrust UK Growth I Inc</b>	-2.6%	-2.8%	-	-12.9%	1	12.0%	7.1%	-	1.2%	1	21.4%	12.7%	-	4.1%	1	346.3%	218.6%	-	205.7%	1	25/03/2009
<b>Liontrust Special Situations I Inc</b>	-13.2%	-2.8%	-	-12.9%	3	8.0%	7.1%	-	1.2%	1	21.7%	12.7%	-	4.1%	1	475.7%	160.0%	-	140.9%	1	10/11/2005
<b>Liontrust UK Smaller Companies I Inc</b>	-26.2%	-22.9%	-	-29.1%	2	18.6%	14.1%	-	3.3%	1	31.3%	4.7%	-	4.1%	1	1503.4%	300.1%	-	641.3%	1	08/01/1998
<b>Liontrust UK Micro Cap I Acc</b>	-23.3%	-22.9%	-33.2%	-29.1%	1	31.4%	14.1%	-6.5%	3.3%	1	59.8%	4.7%	-17.7%	4.1%	1	113.3%	37.7%	25.4%	47.1%	1	09/03/2016
<b>Cashflow Solution</b>																					
<b>Liontrust European Dynamic I Inc</b>	-5.5%	-11.7%	-	-13.9%	1	46.2%	11.1%	-	12.3%	1	47.2%	15.7%	-	13.4%	1	291.7%	124.7%	-	137.6%	1	15/11/2006
<b>Global Fixed Income</b>																					
<b>Liontrust Strategic Bond B Acc</b>	-14.2%	-13.0%	-	-13.0%	3	-8.7%	-6.2%	-	-6.2%	3	-	-	-	-	-	-2.4%	0.3%	-	0.3%	3	08/05/2018
<b>Global Innovation</b>																					
<b>Liontrust Global Dividend C Acc GBP</b>	-7.8%	-2.9%	-	0.7%	4	28.4%	34.3%	-	21.4%	1	56.4%	57.1%	-	33.3%	1	143.5%	219.1%	-	131.5%	2	20/12/2012
<b>Liontrust Global Innovation C Acc GBP</b>	-26.0%	-4.7%	-	-9.2%	4	19.7%	29.5%	-	25.3%	3	32.2%	48.9%	-	40.5%	3	518.5%	362.9%	-	289.8%	1	31/12/2001

Source: FE Analytics 31.10.22. Primary share class, bid-to-bid, total return, net of fees, income reinvested, in GBP. Quartiles as at 31.10.22, generated on 07.11.22. CBM = Comparator benchmark; the sector is also considered a comparator benchmark. Details of the benchmarks can be found on the fund pages of the Liontrust website

Past performance is not a guide to future performance. The value of an investment and the income generated from it can fall as well as rise and is not guaranteed. You may get back less than you originally invested. Please refer to the Key Risks slide for more information 54

## Appendix 5 – Global Equity team fund performance to 31 October 2022

% change	1 Year				3 Years				5 Years				Since Inception				
	Fund	CBM	Sector	Q	Fund	CBM	Sector	Q	Fund	CBM	Sector	Q	Fund	CBM	Sector	Q	Date
<b>Liontrust Balanced C Acc*</b>	-15.9%	-10.5%	-10.5%	4	18.0%	6.3%	6.3%	1	31.0%	12.9%	12.9%	1	862.0%	188.9%	188.9%	1	31/12/1998
<b>Liontrust China C Acc GBP</b>	-39.7%	-38.0%	-34.3%	4	-29.2%	-28.1%	-14.1%	3	-31.3%	-30.7%	-12.2%	4	221.6%	372.8%	331.6%	4	31/12/2004
<b>Liontrust Emerging Markets C Acc GBP</b>	-22.5%	-17.9%	-19.8%	3	-9.2%	-1.9%	-4.0%	4	-11.5%	-1.4%	-4.3%	4	122.7%	133.7%	118.3%	2	30/09/2008
<b>Liontrust Global Alpha C Acc</b>	-32.4%	-4.7%	-9.9%	4	25.3%	29.5%	9.6%	1	42.8%	48.9%	15.1%	1	662.1%	362.9%	180.8%	1	31/12/2001
<b>Liontrust Global Smaller Companies C Acc GBP</b>	-25.9%	-7.2%	-9.2%	4	26.4%	27.6%	25.3%	2	54.6%	36.1%	40.5%	1	110.4%	78.2%	82.4%	1	30/06/2016
<b>Liontrust Global Technology C Acc GBP</b>	-26.4%	-11.2%	-22.6%	3	35.3%	63.2%	37.2%	2	82.2%	121.8%	73.1%	2	201.8%	281.0%	178.2%	3	15/12/2015
<b>Liontrust India C Acc GBP</b>	6.9%	10.9%	6.1%	3	61.3%	53.2%	45.3%	1	32.1%	61.7%	45.1%	3	238.1%	316.1%	373.5%	4	29/12/2006
<b>Liontrust Japan Equity C Acc GBP</b>	-7.9%	-9.9%	-12.4%	1	5.4%	0.5%	3.2%	1	5.0%	6.5%	8.1%	3	56.1%	53.9%	57.1%	2	22/06/2015
<b>Liontrust Latin America C Acc GBP</b>	23.1%	38.2%	28.6%	4	-9.7%	6.4%	-1.2%	4	6.9%	14.8%	5.5%	3	42.5%	51.1%	51.0%	3	03/12/2007
<b>Liontrust Russia C Acc GBP</b>	-58.6%	-	-6.5%	-	-42.7%	-	10.9%	-	-25.7%	-	17.3%	-	168.0%	-	169.3%	-	31/12/2004

Source: FE Analytics 31.10.22. Primary share class, bid-to bid, except \* which is a unit trust, total return, net of fees, income reinvested, in GBP. Quartiles as at 31.10.22 generated on 07.11.22. CBM = Comparator benchmark; the sector is also considered a comparator benchmark. Due to recent economic sanctions and restrictions in Russia, the returns are highly volatile and the index prices are currently close to zero. Details of the benchmarks can be found on the fund pages of the Liontrust website

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## Appendix 5 – Sustainable Investment team fund performance to 31 October 2022

% change	1 Year				3 Years				5 Years				Since Inception				Date
	Fund	CBM	Sector	Q	Fund	CBM	Sector	Q	Fund	CBM	Sector	Q	Fund	CBM	Sector	Q	
<b>Liontrust Sustainable Future Monthly Income Bond B Gr Inc</b>	-17.8%	-21.3%	-17.8%	2	-11.8%	-17.6%	-13.1%	2	-6.4%	-9.0%	-5.9%	2	51.0%	54.4%	40.7%	1	12/07/2010
<b>Liontrust Sustainable Future Cautious Managed 2 Inc</b>	-18.2%	-10.5%	-10.5%	4	3.6%	6.3%	6.3%	3	17.4%	12.9%	12.9%	2	61.3%	47.0%	47.0%	1	23/07/2014
<b>Liontrust Sustainable Future Defensive Managed 2 Inc</b>	-18.5%	-10.5%	-10.5%	4	-1.1%	0.5%	0.5%	3	11.1%	5.0%	5.0%	1	47.8%	27.6%	27.6%	1	23/07/2014
<b>Liontrust Sustainable Future Managed Growth 2 Acc</b>	-19.1%	-9.9%	-9.9%	4	31.4%	9.6%	9.6%	1	59.6%	15.1%	15.1%	1	235.8%	143.4%	143.4%	2	19/02/2001
<b>Liontrust Sustainable Future European Growth 2 Acc</b>	-32.5%	-11.7%	-13.9%	4	0.6%	11.1%	12.3%	4	1.7%	15.7%	13.4%	4	217.4%	181.5%	202.2%	2	19/02/2001
<b>Liontrust Sustainable Future Global Growth 2 Acc</b>	-19.7%	-2.9%	-9.2%	4	31.0%	34.3%	25.3%	2	62.7%	57.1%	40.5%	1	228.3%	307.3%	226.7%	3	19/02/2001
<b>Liontrust Sustainable Future Managed 2 Inc</b>	-20.3%	-10.5%	-10.5%	4	13.8%	6.3%	6.3%	1	35.7%	12.9%	12.9%	1	223.9%	143.6%	143.6%	1	19/02/2001
<b>Liontrust Sustainable Future UK Growth 2 Acc</b>	-27.6%	4.3%	-12.9%	4	-7.4%	10.0%	1.2%	4	4.8%	15.2%	4.1%	3	179.1%	157.6%	153.0%	2	19/02/2001
<b>Liontrust Sustainable Future Corporate Bond 2 Inc</b>	-21.6%	-20.4%	-17.8%	4	-16.9%	-16.2%	-13.1%	4	-9.7%	-7.7%	-5.9%	4	24.9%	28.5%	22.8%	2	20/08/2012
<b>Liontrust UK Ethical 2 Acc</b>	-26.4%	4.3%	-12.9%	4	-8.2%	10.0%	1.2%	4	7.2%	15.2%	4.1%	2	270.7%	152.0%	173.7%	2	10/05/1999

Source: FE Analytics, 31.10.22. Primary share class, total return, net of fees, income reinvested, in GBP – UK Funds. CBM = Comparator benchmark; the sector can also be considered a comparator benchmark. Quartiles as at 31.10.22 generated on 07.11.22. UK funds. Details of the benchmarks can be found on the fund pages of the Liontrust website

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# Appendix 5 – Multi-Asset fund performance to 31 October 2022

% change	1 Year			3 Years			5 Years			Since Inception			
	Fund	RBM	Q	Fund	RBM	Q	Fund	RBM	Q	Fund	RBM	Q	Date
Liontrust MA Active Dynamic S Acc	-13.2%	-	-	10.4%	-	-	15.8%	-	-	239.0%	-	-	01/03/2004
Liontrust MA Active Growth S Acc	-13.0%	-	-	6.5%	-	-	15.2%	-	-	223.6%	-	-	12/11/2001
Liontrust MA Active Intermediate Income S Inc	-14.6%	-	-	-1.7%	-	-	5.0%	-	-	158.3%	-	-	12/11/2001
Liontrust MA Active Moderate Income S Inc	-18.3%	-	-	-10.8%	-	-	-6.4%	-	-	60.0%	-	-	01/03/2004
Liontrust MA Active Progressive S Acc	-14.5%	-	-	1.0%	-	-	9.6%	-	-	148.8%	-	-	29/07/2005
Liontrust MA Active Reserve S Acc	-16.8%	-	-	-14.0%	-	-	-10.1%	-	-	29.2%	-	-	10/04/2007
Liontrust MA Blended Growth S Acc	-10.3%	-	-	7.6%	-	-	16.8%	-	-	187.0%	-	-	07/04/2003
Liontrust MA Blended Intermediate S Acc	-13.1%	-	-	-1.5%	-	-	6.4%	-	-	100.3%	-	-	12/11/2001
Liontrust MA Blended Moderate S Acc	-14.8%	-	-	-5.8%	-	-	1.1%	-	-	122.6%	-	-	07/04/2003
Liontrust MA Blended Progressive S Acc	-12.1%	-	-	1.8%	-	-	10.4%	-	-	169.4%	-	-	07/04/2003
Liontrust MA Blended Reserve S Acc	-16.5%	-	-	-10.7%	-	-	-5.0%	-	-	63.5%	-	-	12/11/2001
Liontrust MA Diversified Real Assets A Acc	-8.3%	-	-	0.5%	-	-	6.2%	-	-	24.5%	-	-	05/08/2014
Liontrust MA Monthly High Income S Inc	-13.8%	-11.8%	4	-10.6%	-5.2%	4	-8.0%	-1.0%	4	47.4%	86.7%	4	12/11/2001
Liontrust MA Passive Dynamic S Acc	-8.3%	-	-	13.7%	-	-	25.4%	-	-	88.6%	-	-	08/03/2011
Liontrust MA Passive Growth S Acc	-7.7%	-	-	10.0%	-	-	23.8%	-	-	103.6%	-	-	08/03/2011
Liontrust MA Passive Intermediate S Acc	-11.1%	-	-	0.6%	-	-	11.7%	-	-	130.9%	-	-	05/11/2008
Liontrust MA Passive Moderate S Acc	-13.3%	-	-	-4.2%	-	-	6.2%	-	-	106.4%	-	-	05/11/2008
Liontrust MA Passive Progressive S Acc	-9.3%	-	-	4.7%	-	-	17.5%	-	-	156.7%	-	-	05/11/2008
Liontrust MA Passive Prudent S Acc	-9.7%	-	-	-2.8%	-	-	4.9%	-	-	42.1%	-	-	01/11/2011
Liontrust MA Passive Reserve S Acc	-14.5%	-	-	-6.8%	-	-	3.2%	-	-	52.5%	-	-	08/03/2011
Liontrust MA UK Equity S Acc	-8.7%	-12.9%	2	0.1%	1.2%	3	6.9%	4.1%	2	211.4%	283.5%	4	07/04/2003

Source: FE Analytics, 31.10.22. Primary share class, total return, net of fees, income reinvested, in GBP. RBM = reference benchmark. Quartiles as at 31.10.22, generated 07.11.22. Details of the benchmarks can be found on the fund pages of the Liontrust website

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# Appendix 5 – Global Fundamental (ex Majedie) fund performance to 31 October 2022

% change	1 Year				3 Years				5 Years				Since Inception				Date
	Fund	CBM	Sector	Q	Fund	CBM	Sector	Q	Fund	CBM	Sector	Q	Fund	CBM	Sector	Q	
Liontrust Tortoise Fund C Acc GBP	15.4%	-	-	-	46.9%	-	-	-	31.1%	-	-	-	62.9%	-	-	-	24/02/2012
Liontrust UK Equity Fund X Acc GBP	-12.3%	-2.8%	-12.9%	3	-2.1%	7.1%	1.2%	3	-2.7%	12.7%	4.1%	4	470.2%	332.0%	297.9%	1	27/03/2003
Liontrust UK Focus Fund X Acc GBP	-19.3%	-2.8%	-12.9%	3	-10.3%	7.1%	1.2%	4	-4.5%	12.7%	4.1%	4	389.9%	269.5%	233.0%	1	29/09/2003
Liontrust UK Equity Income Fund X Acc GBP	-8.9%	-2.8%	-5.6%	3	-7.8%	7.1%	4.1%	4	-5.0%	12.7%	5.9%	4	117.8%	107.8%	102.4%	2	19/12/2011
Liontrust GF Tortoise Fund C Acc GBP	14.3%	-	-	-	45.3%	-	-	-	29.7%	-	-	-	175.9%	-	-	-	31/08/2007
Liontrust GF UK Equity Fund Z Acc GBP	-13.0%	-2.8%	-12.9%	3	-2.7%	7.1%	1.2%	3	-4.4%	12.7%	4.1%	4	20.5%	46.9%	34.3%	4	03/03/2014
Liontrust Global Equity Fund X Acc GBP	-9.0%	-4.7%	-9.2%	3	30.4%	29.5%	25.3%	2	49.3%	48.9%	40.5%	2	140.7%	137.1%	110.9%	2	30/06/2014
Liontrust GF US Equity Fund Z Acc USD	-20.5%	-15.0%	-17.8%	3	26.4%	31.9%	27.2%	3	54.8%	60.0%	49.2%	2	104.8%	121.0%	95.2%	3	26/06/2014
Liontrust Global Focus Fund X Acc GBP	-2.8%	-4.7%	-9.2%	1	25.7%	29.5%	25.3%	3	42.5%	48.9%	40.5%	3	125.5%	137.1%	110.9%	2	30/06/2014
Liontrust GF International Equity Fund F Acc USD	-32.0%	-24.7%	-23.8%	4		-4.9%	11.4%			-3.0%	21.9%		-0.5%	-9.0%	6.4%	4	17/12/2019
Liontrust Income C Acc	-0.8%	-2.8%	-5.6%	2	6.5%	7.1%	4.1%	2	16.8%	12.7%	5.9%	1	355.4%	312.9%	281.3%	1	31/12/2002
Liontrust US Opportunities C Acc GBP	-7.0%	1.2%	-2.1%	3	45.1%	48.3%	42.9%	2	86.2%	84.5%	72.1%	1	752.8%	709.2%	559.8%	1	31/12/2002
Edinburgh Investment Trust Class MKT GBP	-0.2%	-2.8%	-9.1%	1	13.8%	7.1%	3.5%	1	4.3%	12.7%	6.6%	2	54.0%	35.4%	35.9%	1	31/03/2020*
Edinburgh Investment Trust Class NAV GBP	-2.4%	-2.8%	-5.8%	2	8.9%	7.1%	6.8%	2	1.9%	12.7%	13.2%	4	46.5%	35.4%	39.2%	2	31/03/2020

Source: FE Analytics, Morningstar, 31.10.22. Primary share classes, total return, net of fees, income reinvested. CBM = Comparator benchmark. Quartiles as at 31.10.22, generated 07.11.22.

\*Manager inception of Edinburgh Investment Trust. Details of the benchmarks can be found on the fund pages of the Liontrust website

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# Appendix 5 – Non-UK UCITS performance to 31 October 2022

% change	YTD			1 Year			3 Years			Since Inception			Date
	Fund	CBM1	CBM2	Fund	CBM1	CBM2	Fund	CBM1	CBM2	Fund	CBM1	CBM2	
<b>Economic Advantage</b>													
Liontrust GF Special Situations C3 Inst Acc GBP	-16.3%	-5.0%	-	-14.1%	-2.8%	-	5.3%	7.1%	-	113.6%	83.3%	-	08/11/2012
Liontrust GF UK Growth C3 Inst Acc GBP	-4.1%	-5.0%	-	-2.1%	-2.8%	-	13.3%	7.1%	-	68.7%	41.4%	-	03/09/2014
<b>Cashflow Solution</b>													
Liontrust GF European Strategic Equity A4 Acc EUR	17.3%	-12.2%	-5.4%	26.3%	-9.7%	-5.1%	50.1%	11.3%	9.8%	98.0%	52.7%	7.1%	25/04/2014
Liontrust GF European Smaller Companies A3 Acc EUR	-22.3%	-25.2%	-	-19.7%	-24.5%	-	27.5%	5.6%	-	31.4%	24.8%	-	01/02/2017
<b>Global Fixed Income</b>													
Liontrust GF Strategic Bond B5 Acc	-14.4%	-	-	-14.3%	-	-	-6.9%	-	-	1.2%	-	-	13/04/2018
Liontrust GF High Yield Bond B5 Acc	-16.9%	-14.2%	-	-16.4%	-13.8%	-	-6.5%	-3.5%	-	4.4%	6.4%	-	08/06/2018
Liontrust GF Absolute Return Bond B5 Acc USD	-6.0%	-	-	-6.0%	-	-	-1.9%	-	-	2.6%	-	-	26/06/2018
<b>Sustainable Future</b>													
Liontrust GF Sustainable Future Global Growth B5 Acc USD	-31.8%	-20.1%	-	-33.5%	-18.5%	-	-	-	-	15.8%	17.5%	-	12/11/2019
Liontrust GF Sustainable Future Pan European Growth A1 Acc EUR	-31.3%	-12.2%	-	-30.9%	-9.7%	-	0.0%	11.3%	-	109.0%	119.7%	-	14/03/2001
Liontrust GF Sustainable Future European Corporate Bond A5 Acc EUR	-15.5%	-15.1%	-	-15.7%	-15.0%	-	-14.9%	-14.0%	-	-10.2%	-9.0%	-	29/05/2018
Liontrust GF Sustainable Future Multi Asset Global A1 EUR	-19.0%	-	-	-18.5%	-	-	-	-	-	-16.6%	-	-	13/10/2021

Source: FE Analytics, 31.10.22. Primary share class, total return, net of fees, income reinvested. (Share Class A = EUR, B = USD, C = GBP). CBM1 and 2 = Comparator benchmarks. Details of the benchmarks can be found on the fund pages of the Liontrust website

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The Group uses the following APMs:

### **Adjusted profit before tax\***

*Definition:* Profit before taxation, amortisation, and non-recurring items (which include: professional fees relating to acquisitions; restructuring and severance compensation related costs).

*Reconciliation:* Note 7.

*Reason for use:* This is used to present a measure of profitability of the Group which is aligned to the requirements of shareholders, potential shareholders and financial analysts, and which removes the effects of non-cash and non-recurring items, which eases the comparison with the Group’s competitors who may use different accounting policies and financing methods.

Specifically, calculation of Adjusted profit before tax excludes amortisation expenses, and costs associated with acquisitions and their integration into the Group. It provides shareholders, potential shareholders and financial analysts a consistent year on year basis of comparison of a “profit before tax number”, when comparing the current year to the previous year and also when comparing multiple historical years to the current year, of how the underlying ongoing business is performing.

### **Adjusted operating profit**

*Definition:* Operating profit before interest and amortisation, and non-recurring items (which include: professional fees relating to acquisitions; restructuring and severance compensation related costs).

*Reconciliation:* Note 7.

*Reason for use:* This is used to present a measure of profitability of the Group which is aligned to the requirements of shareholders, potential shareholders and financial analysts, and which removes the effects of financing and capital investment, which eases the comparison with the Group’s competitors who may use different accounting policies and financing methods.

Specifically, calculation of Adjusted operating profit before tax excludes amortisation expenses, and costs associated with acquisitions and their integration into the Group. It provides shareholders, potential shareholders and financial analysts a consistent year on year basis of comparison of a “operating profit”, when comparing the current year to the previous year and also when comparing multiple historical years to the current year, of how the underlying business is performing.

### **Adjusted operating margin**

*Definition:* Adjusted operating profit divided by Gross profit.

*Reconciliation:* Note 7.

*Reason for use:* This is used to present a consistent year on year measure of adjusted operating profit compared to gross profits, identifying the operating gearing within the business.

Note references are to the Financial Statement for the year to 31March 2022

\*This measure is used to assess the performance of the Executive Directors.

### **Gross profit excluding performance fees**

*Definition:* Gross profit less any revenue attributable to performance related fees.

*Reconciliation:* Note 4.

*Reason for use:* This is used to present a consistent year on year measure of gross profits within the business, removing the element of revenue that may fluctuate significantly year-on-year.

### **Adjusted earnings per share**

*Definition:* Adjusted profit before tax divided by the weighted average number of shares in issue.

*Reconciliation:* Note 7.

*Reason for use:* This is used to present a measure of profitability per share in line with the adjusted profit as detailed above.

### **Adjusted diluted earnings per share**

*Definition:* Adjusted profit before tax divided by the diluted weighted average number of shares in issue.

*Reconciliation:* Note 7.

*Reason for use:* This is used to present a measure of profitability per share in line with the adjusted profit as detailed above.

### **Other administration expense**

*Definition:* A component of administration expenses related to non-people related costs within the business.

*Reconciliation:* Note 5.

### **Dividend margin**

*Definition:* This is the dividends declared for the year divided by the Adjusted diluted earnings per share excluding performance fees.

*Reconciliation:* This can be recalculated with the information in notes 7 and 9

*Reason for use:* This is used to identify the dividend cover versus adjusted diluted earnings per share excluding performance fees.

### **Assets under Management and Advice ('AuMA')**

*Definition:* The total aggregate assets managed or advised by the Group.

*Reconciliation:* A detailed breakdown of AuMA is shown in the Strategic Report

*Reason for use:* AuMA is a key performance indicator for management and is used both internally and externally to determine the direction of growth of the business. When used intra-month (i.e., AuMA for dates that are not a month end date) or used at month end but early in the following month then the AuMA for some accounts, funds or portfolios may not be the most recent actual AuMA rather it will be the most recent available AuMA which may be the previous month end AuMA or the most recently available AuMA.

### **Average Assets under Management and Advice**

*Definition:* The average of aggregate assets managed or advised by the Group during the financial year

*Reconciliation:* Average AuMA for the year is the average of each month end aggregate AuMA during the period.

*Reason for use:* Average AuMA shows AuMA without the volatility of short term inflows or outflows and allows for comparability between years.

### **Net flows**

*Definition:* Total aggregate sales into Group funds less total aggregate redemptions from Group funds, accounts and portfolios. If positive may also be referred to as “Net inflows” and where negative as “Net outflows”)

*Reconciliation:* A detailed breakdown of net flows is shown in the Strategic Report.

*Reason for use:* Net flows is a key performance indicator for management and is used both internally and externally to assess the organic growth of the business. For certain MPS accounts, the net flow number is not available from the relevant administrator, so the net flow number is derived from the difference between the starting and ending AuMA adjusted for investment performance, if there is a reliable source for the investment performance. For certain MPS accounts where there is no reliable investment performance benchmark, the flows are not included.

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The issue of units/shares in Liontrust Funds may be subject to an initial charge, which will have an impact on the realisable value of the investment, particularly in the short term. Investments should always be considered as long term.

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